

Message Text

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ACTION EB-07

INFO OCT-01 ARA-06 ISO-00 AGR-05 COME-00 SP-02 USIA-06

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FM AMEMBASSY ASUNCION

TO SECSTATE WASHDC 7919

INFO AMEMBASSY BRASILIA

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E.O. 11652: N/A

TAGS: ETRD, EAGR, PA

SUBJ: GEPLACEA SUGAR MEETING IN PANAMA

REF: STATE 175782, 165902

1. IN MEETING WITH EMBOFF, JUAN BOSCH, PARAGUAYAN DELEGATE TO RECENT GEPLACEA MEETING AND SCION OF FAMILY CONTROLLING LARGE SHARE OF LOCAL SUGAR INDUSTRY, DESCRIBED PANAMA MEETING AS SUCCESSFUL AND WORKMANLIKE, STRESSING THE PROFESSIONALISM AND APOLITICAL NATURE OF PROCEEDINGS. HE SAID ALL DELEGATIONS ARE IN AGREEMENT THAT FAIR PARAMETERS SHOULD BE SET FOR MAXIMUM AND MINIMUM PRICES, BUT ARE FULLY AWARE THAT SUGAR PRODUCERS CANNOT DICTATE PRICES IN THE OPEC MANNER. A SPECIFIC RANGE OF PRICES WILL HOPEFULLY BE AGREED UPON AT MARCH MEETING IN HAVANA.

2. BOSCH ALSO NOTED THAT STAUNCHLY ANTI-COMMUNIST GOP WAS PRAGMATIC ABOUT CUBAN PRESENCE IN GEPLACEA, BECAUSE OF COMMERCIAL INTEREST AND FAITH
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IN NON-POLITICAL NATURE OF MEETING. HE DESCRIBED

CUBAN HEAD OF THE ORGANIZATION AS INCOMPETENT AND INEXPERIENCED, BUT NOTABLY FREE OF ANY ATTEMPTS TO POLITICIZE THE MEETING; SUCH ATTEMPTS CAME ONLY FROM GENERAL TORRIJOS WHO INCLUDED USUAL ANTI-U.S. COMMENTS RE CANAL IN HIS ADDRESS TO THE DELEGALAS. ALTHOUGH ORGANIZATION ITSELF NON-POLITICAL, BOSCH FEELS THAT GOP MAY FIND HAVANA UNACCEPTABLE AS MEETING SITE BECAUSE OF PRESTIGE AND IMPLIED RECOGNITION ACCRUING TO CUBA. HE FEELS GOP MAY QUIETLY BOYCOTT MARCH MEETING, ALTHOUGH ACTION OF NEIGHBORING STATES, ESPECIALLY BRAZIL, WILL STRONGLY INFLUENCE FINAL DECISION.

3. HE ALSO SAID THAT ALL LATIN AMERICAN PRODUCERS WOULD LIKE TO SEE A NEW U.S. QUOTA SYSTEM, THAT THIS TOPIC MAY COME UP AT HAVANA, AND THAT MOST COUNTRIES ARE ENDEAVORING TO KEEP A PRESENCE IN THE AMERICAN MARKET IN THE EXPECTATION THAT QUOTAS WILL BE RESUMED. HE SINGLED OUT THE PHILIPPINES AS AN EXAMPLE OF A COUNTRY THAT HAD SIGNED PERHAPS UNPROFITABLE LONG TERM CONTRACTS SOLELY TO ESTABLISH A BASE FOR A LARGE QUOTA. HIS OWN FIRM OFTEN SELLS TO BROKERS WITH THE UNDERSTANDING THE SUGAR IS TO BE SOLD ONLY TO THE U.S.
BRIGGS

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